##### Summary of Qualifications

Motivated, creative extrovert with excellent interpersonal and communication skills utilizing proficiency, experience, common sense and know-how in the following areas:

**Sales**

**Customer Service**

**Certified Trainer**

**Advertising**

**Highly Diversified Skills**

**Production Scheduling**

**Marketing**

**Team Leadership**

**Business Development**

* Seasoned, confident communicator capable of building strong relationships.

##### Professional Experience

###### Vipeq Industries – Tucson, Arizona

###### Manufacturer and Distributor of Innovative Building and Construction Products

###### 

***International Business Development Manager***

* Sales of new Distributorships Worldwide
* Marketing and Sales Team Manager
* Developer of training materials for Distributors, Applicators and Sales Teams
* Trainer for new Distributors and Sales Teams
* Created Estimating Tools and Best Practices for Distributors

###### SOLARCITY – Tucson, Arizona

###### The largest residential and commercial solar installer in the United States, founded by Elon Musk.

###### 

***Senior Trainer / Field Energy Consultant***

* Generated and followed all projects through full life cycle
* Designed and presented Solar system designs to homeowners
* Generated Proposals and Quotes
* Farmed existing clients for referrals
* Trainer for new consultants

#### Proconn energy *– Tucson, Arizona*

*International Electrical Engineering Design Firm*

***National Business Development Manager***

* **Developed the Solar Division of ProConn Energy**
* Produced Marketing & Sales materials
* Compiled RFP’s for quoting
* Built proposals for residential, commercial and utility scale renewable energy projects
* Analyzed costs associated with bid process for profitability
* Procurement
* Project Design and Management
* Sales Staff Training

***Vice President Sales & Marketing***

* Develop Customer Base – set-up and coordinated an online database on for tracking customer interest, potential and quotes.
* Prepared and delivered Quotations to customers.
* Prepared Sales Reports as required – published new Price List. Continued..
* Increased sales by 40% in Residential and heavy industrial markets
* Participated in ISO/AS9100 Quality Certification
* Coordinated and arranged participation in local Trade Shows

#### Lumiere INVESTMENTS LLC *– Tucson, Arizona*

***Lumiere Investments, LLC is a holding company for Apex Banner & Sign and Historical Photo, LLC***

***Director of Sales & Marketing***

* Sales/Marketing Manager - Organized and managed the start up of a new banner and sign company and a well known 20 year old historical publishing company. Management included communication, coordination to support production, business development, B2B wholesale and retail sales. Recommendations to absentee owners for the day to day operations.
* Performance reviews of staff including merit increases with responsibilities in both hiring and terminations. During my tenure with the company, I organized, scheduled and moved two separate operations into one location.
* Participated in Trade Shows with Pima County, Raytheon and Davis Monthan Force Base. Worked extensively with graphic artists and customers with concept design.

#### Integra TELECOM – *Tucson, Arizona*

***Integra Telecom, established in 1983, is a competitive local exchange carrier (Integra is the largest voice and data carrier in the west and is a formidable competitor to local telephone companies) that only serves businesses.***

***Business Development Manager - Account Executive***

* Responsible for introducing Integra Telecom to the Tucson Market. Designed an introductory call script that is now standard. Developed and participated in marketing and sales campaigns in and around the Tucson community to attract prospective clients requiring a competitive alternative to the local telephone sources.

#### Media Marketing *– Tucson, Arizona*

***MediaMarketing aka DEX Media owned by RH Donnelly a 120 year old company which publishes the Yellow Pages***

***Media Marketing Manager - Account Executive***

* B2B – business development management with a broad array of businesses that use their print and online advertising as a major vehicle for business development and revenue. My territory covered all of Arizona (with the exception of Phoenix). Performed analysis of business and prepared sales proposals. Also performed additional marketing on prospective customers and prepared art and advertising concepts, print and online sales. Continuous and on-going customer service. I carried approximately $750K per year in advertising renewals and new sales.

##### Education

University of Arizona

Trinity High School – Euless, Texas

Major: Fine Arts in Music

GPA: 3.95

Professional Networking, Training, Seminars, Classes in Business